

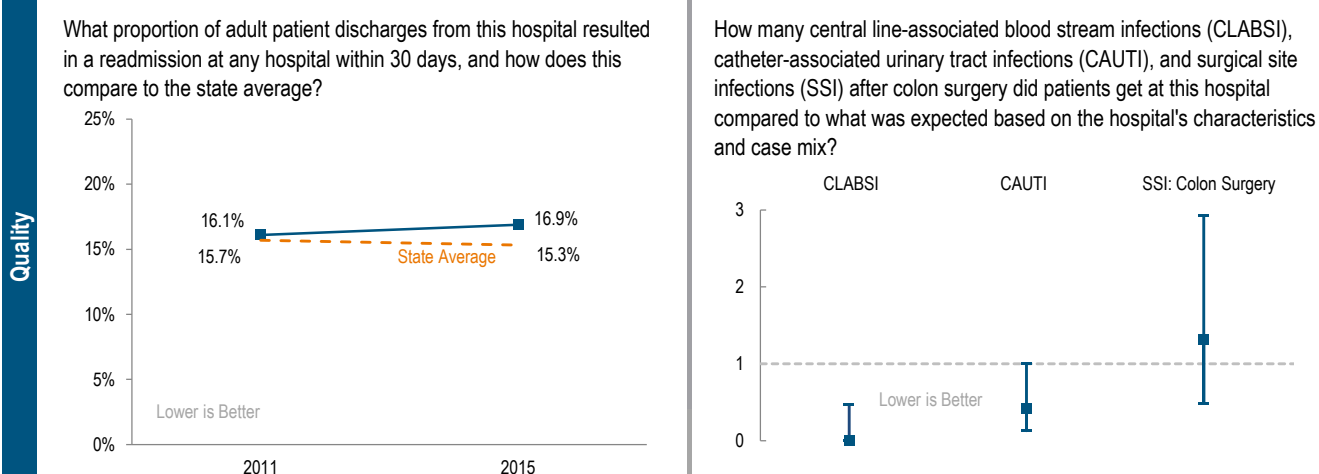
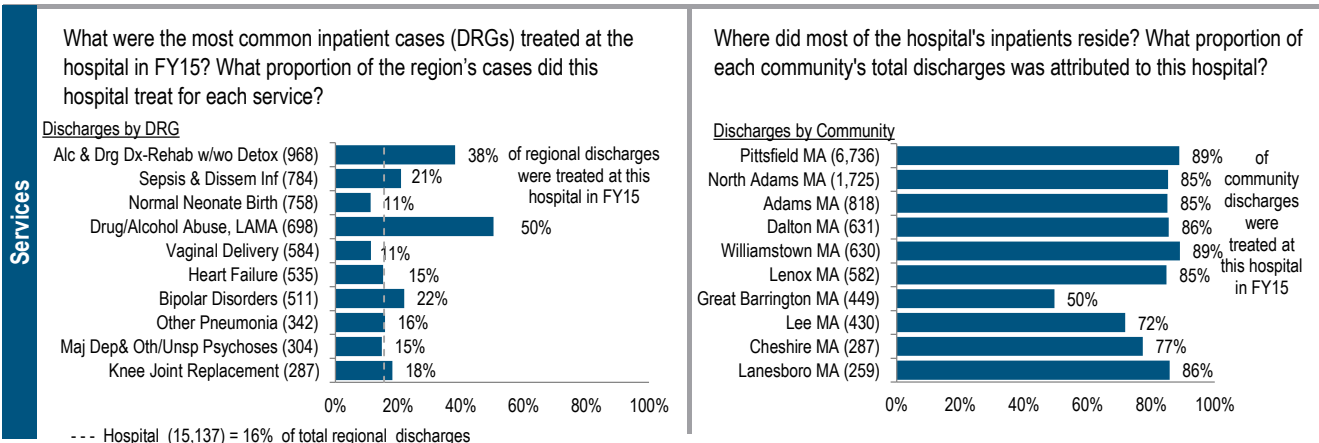
# BERKSHIRE MEDICAL CENTER

## 2015 Hospital Profile

Pittsfield, MA  
Community, High Public Payer  
Western Massachusetts

Berkshire Medical Center is a mid-size, nonprofit community-High Public Payer (HPP) hospital located in the Western Massachusetts region. It is a member of Berkshire Health Systems. It has operated the Berkshire North Satellite Emergency Facility at the former North Adams Regional Hospital building since May 2014; consequently, there was a 26.6% increase in emergency room visits from FY13 to FY15. It earned a profit each year in the five-year period, with a total margin of 10.2% in FY15, above the cohort median of 5.4%.

At a Glance	<b>Overview / Size</b>	
	Hospital System Affiliation:	Berkshire Health Systems
	Change in Ownership (FY11-FY15):	Not Applicable
	Total Staffed Beds:	219, mid-size acute hospital
	% Occupancy:	83.5%, > cohort avg. (65%)
	Special Public Funding:	CHART <sup>a</sup> , ICB <sup>b</sup>
	Trauma Center Designation:	Adult: Level 3
	Case Mix Index:	0.90, > cohort avg. (0.87); < statewide (1.00)
	<b>Financial</b>	
	Inpatient NPSR per CMAD:	\$12,415
	Change FY14-FY15:	3.0%
	Inpatient:Outpatient Revenue in FY15:	33%:67%
	Outpatient Revenue in FY15:	\$247,305,476
	Change FY14-FY15:	16.4%
	Total Revenue in FY15:	\$453,630,347
	Total Surplus (Loss) in FY15:	\$46,404,417
	<b>Payer Mix</b>	
	Public Payer Mix:	70.0% (HPP* Hospital)
	CY15 Commercial Relative Price:	1.13
	Top 3 Commercial Payers:	Blue Cross Blue Shield of MA Health New England Tufts Health Plan
	<b>Utilization</b>	
	Inpatient Discharges in FY15:	15,137
	Change FY14-FY15:	8.6%
	Emergency Department Visits in FY15:	60,069
	Change FY14-FY15:	10.9%
	Outpatient Visits in FY15:	192,679
	Change FY14-FY15:	-29.9%
	<b>Quality</b>	
	Readmission Rate in FY15:	16.9%
	Change FY11-FY15 (percentage points):	0.8%
	Early Elective Deliveries Rate (Jan 2015-Jun 2016):	0.0%



For descriptions of the metrics, please see the technical appendix.

# 2015 HOSPITAL PROFILE: BERKSHIRE MEDICAL CENTER

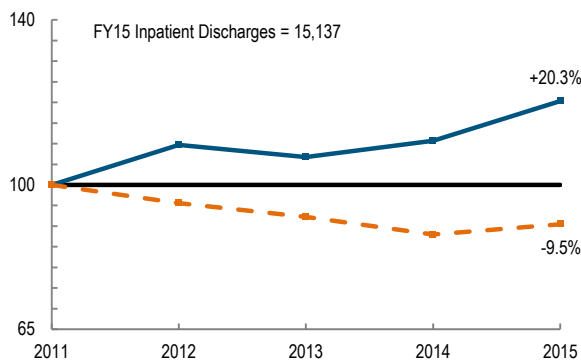
Cohort: Community, High Public Payer

Key:

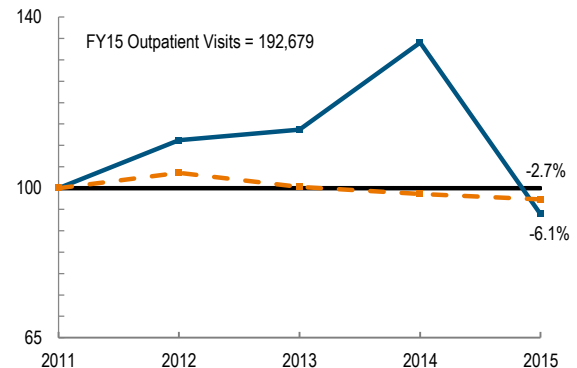


## Utilization

How has the volume of the hospital's inpatient discharges changed compared to FY11, and how does this compare to the hospital's peer cohort median? (FY11=100)

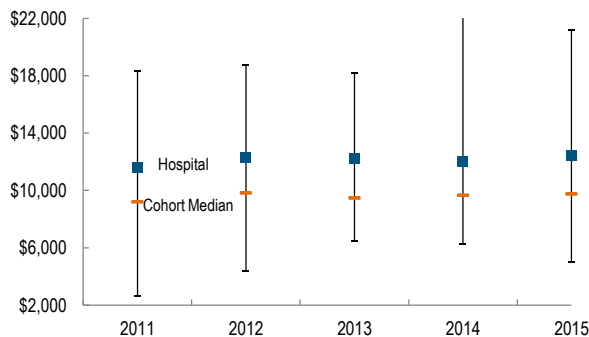


How has the volume of the hospital's outpatient visits changed compared to FY11, and how does this compare to the hospital's peer cohort median? (FY11=100)

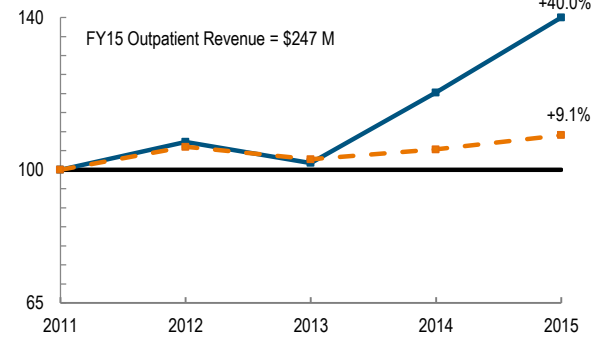


## Patient Revenue Trends

What was the hospital's net inpatient service revenue per case mix adjusted discharge between FY11 and FY15, and how does this compare to the hospital's peer cohort median?



How has the hospital's total outpatient revenue changed compared to FY11, and how does this compare to the hospital's peer cohort median? (FY11=100)



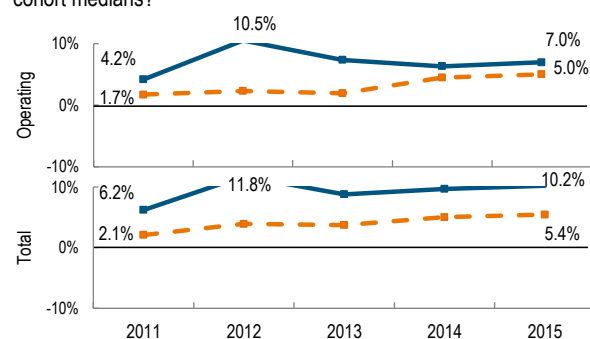
## Financial Performance

How have the hospital's total revenue and costs changed between FY11 and FY15?

### Revenue, Cost, & Profit/Loss (in millions)

FY	2011	2012	2013	2014	2015
Operating Revenue	\$ 332	\$ 363	\$ 351	\$ 387	\$ 439
Non-Operating Revenue	\$ 7	\$ 5	\$ 5	\$ 14	\$ 15
Total Revenue	\$ 339	\$ 368	\$ 356	\$ 401	\$ 454
Total Costs	\$ 318	\$ 324	\$ 325	\$ 362	\$ 407
Total Profit (Loss)	\$ 21.0	\$ 43.4	\$ 31.3	\$ 38.8	\$ 46.4

What were the hospital's total margin and operating margins between FY11 and FY15, and how do these compare to the hospital's peer cohort medians?



For descriptions of the metrics, please see the technical appendix.

<sup>g</sup> For more information on Infrastructure and Capacity Building (ICB) special funding, please contact the Massachusetts Executive Office of Health and Human Services (EOHHS).

\* High Public Payer Hospitals (HPP) receive a minimum of 63% of gross patient service revenue from public payers.

<sup>h</sup> For more information on Community Hospital Acceleration, Revitalization and Transformation (CHART) special funding, please contact the Health Policy Commission (HPC).